

## US EXECUTIVE APPROVAL FORM

### Kasle Steel Corporation

#### HQAPP Requests:

1. 44% discount (ebiz+19%) on Ebusiness Suite and add-ons

#### TIER 1 Requests:

1. 1 year price hold at 44% for Ebusiness Suite and add-ons

#### TIER 2/3 Requests:

1. One year term OLSA

#### Lynne Warneka – Product Director Transportation

1. Controlled Availability approval on Transportation

#### Deal Summary:

Deal Summary	
Programs	Ebusiness Suite Transportation Advanced Supply Chain Planning Inventory Optimization Global Order Promising Demand Planning Collaborative Planning Supply Chain Intelligence Sourcing
License Discount	44% (ebiz + 19%)
Support Discount	44% (ebiz + 19%)
Support Options/Holds	N/A
Price Holds	1 year at 44% discount, all licensed apps
List License	\$880,950
List Support	\$193,809
Net License	\$493,332
Net Support	\$108,533
Net Total Price	\$601,865
Price List Used	March 7, 2003

#### Justification:

This is a competitive deal against JD Edwards. Over the past 12 months, Kasle has gone through an extensive software evaluation with all of the key Tier 1 and Tier 2 players. They formally engaged D&T as a selection consultant and D&T put their JDE practice people on this deal. Based on this information, Oracle walked from the business due to unfair conditions. Through executive discussions we changed the game, raised awareness and brought a competitive, solution based, business flow proposal to the table.

To date we have been extremely successful positioning Oracle Applications in a hostile environment. JDE is selling hard – proposing significant cost reductions in their TCO, positioning free licenses, and presenting FUD at every level. The approval request above is to address the pricing discrepancies and position us to close this business in Q4. Without the discounts here, we will not win this business.



1. 44% (ebiz+19%) on Ebusiness Suite and add-ons - This is a highly competitive deal against JD Edwards. Edwards had a full year of relationship with this account before we entered the process. They have proposed a very aggressive price (still significantly lower than the price we have proposed) in an effort to take the business. We have gained the upper hand and have demonstrated value to offset remaining price differential. The budget for applications is \$500K. The 44% discount puts our NET L Apps right below that number.

Note: They own the Oracle EE database for this ERP project.

**Recommendation:**

Approve.

**Submitted By:** *Jamie Todd, ASM. John Boucher, AVP.*

R: 04/10/03

C: 04/10/03

L: 04/10/03

A: 04/10/03

BP: swong